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# Defence sector – Account Manager (Portugal)

Ref.ª T202402

Our client is a consultancy company, a leader in military goods and technologies for the Defense Sector that represents and sells carefully selected products, and promotes, delivers, maintains, and guarantees military products, technologies, platforms, and systems. It is a Portuguese company recognized in the sector for its trust and aims to maintain entrepreneurship and innovation.

We are looking for an Account Manager to join their team and drive to business development in this area.

**Location:** Lisbon, Portugal

**Work Regime:** Hybrid

## Accountabilities:

- Account Manager for renowned international brands and promote new business opportunities;
- Presentations and practical demonstrations of military goods and technologies suitable for soldiers/operational personnel, such as weapons, ammunitions, ballistic protection, uniforms, training, and simulation systems, etc.;
- Building reports and inserting them into CRM;
- Collaboration with business developers from other areas.

## Requirements & Qualifications:

- Ex-Military or Security Forces. Officer or Sergeant Level; (desirable)
- Agility for Sales (samples, or in a showroom);
- Team worker and proactive and self-motivated able to adapt to dynamic contexts;
- Good communication and relationship skills, strong professional network;
- Fluent English, both written and spoken; (mandatory)
- Experience with the AcinGov and Vortal platforms;
- Availability for national and international travel.

## Offer:

- Contractual link established directly with the client;
- Wage package appropriate to the presented experience;
- Career development opportunity.

If you meet the above requirements, please send your application via email: [careers@qsr.consulting](mailto:careers@qsr.consulting) with reference to T202402\_PRO\_Account Manager (m/f/d)